

BEFORE THE  
POSTAL REGULATORY COMMISSION  
WASHINGTON, D.C. 20268-0001

ANNUAL COMPLIANCE REVIEW, 2020

Docket No. ACR2020

RESPONSE OF THE UNITED STATES POSTAL SERVICE TO  
QUESTION 1 OF CHAIRMAN'S INFORMATION REQUEST NO. 19

The United States Postal Service hereby provides its response to the above-listed question of Chairman's Information Request No. 19, issued on February 18, 2021. Each question is stated verbatim and followed by the response.

Respectfully submitted,

UNITED STATES POSTAL SERVICE

By its attorneys:

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1. Please refer to the response to Chairman's Information Request No. 1, question 2, which contains retail revenue by channel for FY 2020.<sup>1</sup>
  - a. Please provide the number of transactions for each channel. If these data are not available, please explain.
  - b. Please provide the revenue by class for each channel. If these data are not available, please explain.
  - c. Please explain how the data by channel are generated, with a focus on how the data for individual channels are identified and how overlap is avoided. For example, please explain whether any revenue generated at an SSK/APC or via "Click-N-Ship" can be included in the "Post Office Revenue" category.
  - d. Please explain the type of channels that are included in the "Other" category.
  - e. Please provide a further explanation of the "stamp sales by partners" category, explaining whether this category is limited to physical retail locations or also includes online sales.
  - f. Please explain how PC Postage revenue and transactions are recorded separately from "Click-N-Ship" postage.
  - g. Please provide the number of transactions and the revenue by product for the commercial PC Postage category.

**RESPONSE:**

- a. Below are the numbers of SSK transactions, Click-n-Ship transactions, and RSS BP transactions (a subset of all Contract Units) for FY2020. Note that the remaining channels are not provided at a transactional level to the Retail Data Mart (RDM) and are only reported at a summary revenue level to the Accounting Data Mart (ADM); therefore, the Postal Service cannot provide numbers for those transactions.

- SSK Transactions for FY20: 41,942,940

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<sup>1</sup> Responses of the United States Postal Service to Questions 1-38 of Chairman's Information

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- Click-n-Ship Transactions for FY20: 85,963,440
- RSS BP (a subset of all Contract Units) for FY2020: 38,976,966

- b. Please see the table below for public information regarding SSK and RSS BP revenue by class. More detailed information regarding competitive products is provided under seal in the Excel file in USPS-FY20-NP47. Similar commercially-sensitive information regarding Click-n-Ship is likewise provided under seal in USPS-FY20-NP47. Revenue information by class is not available for other channels

All National	FY 2020		SSK Actual	RSS BP Actual
Stamps Revenue	All Holiday Stamps Rev (\$)		\$0	\$10,244,122
	Commemorative Stamps Rev (\$)		*	\$68,786
	FOREVER STAMPS REV (\$)		\$137,983,656	\$100,099,522
	All Other Stamps Rev (\$)		*	\$12,299,209
	STAMPS TOTAL		\$137,983,656	\$122,711,638
Shipping	ALL SHIPPING REVENUE		\$197,983,996	\$131,663,498
Other Revenue	Special Services Rev (\$)		\$7,549,600	\$6,274,916
	Retail Serv. (exc POB & Psprt) Rev		*	*
	PO Box Rev (\$)		\$13,976,000	*
	Philatelic Products Rev (\$)		\$0	\$184,198
	Other (Competitive) Products		697,601	3,809,029

- c. The data are derived from summary level data collected by ADM. The Post Office Revenue category only includes customer-facing retail offices run by the Postal Service, and as such does not include SSK, Click-n-Ship or Contract Postal Units.

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- d. The "Other" category comprises revenue generated by Online Other Services, Philatelic Mail Order/Catalog Sales, Stamped Envelope Sales, PC Postage Approved Shipper, and Forever Stamp Sales Alternate Access.
- e. This category comprises Stamps to Go (formerly Stamps on Consignment). Stamp sales to program participants afford private retail stores the ability to sell stamps to the public at the same price as the Postal Service. This category does not include online sales.
- f. The data are received through separate feeds into the RDM. Transactions bear unique channel codes which identify them as either PC Postage or Click-n-Ship.
- g. Information regarding FY 2020 transactions and revenue by product for the commercial PC Postage category is provided under seal in USPS-FY20-NP47. These data come from RDM. Also, to avoid potential confusion, note that the scope of these data exceeds the scope of the Retail Revenue by Channel data provided in response to Question 2 of ChIR No. 1 (and cited in the preamble to the question).